



# Dell SecureWorks Managed Security Services

Vendor Assessment  
Report Abstract

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## Who Is This Vendor Assessment For?

NelsonHall's Managed Security Services profile on Dell SecureWorks is a comprehensive assessment of Dell SecureWorks' offerings and capabilities, designed for:

- Sourcing managers monitoring the capabilities of existing suppliers of managed security services and identifying vendor suitability for security services RFPs
- Vendor marketing, sales, and business managers looking to benchmark themselves against their peers
- Financial analysts and investors specializing in the IT services sector.

## Key Findings & Highlights

Dell was founded as PCs Limited in 1984 by Michael Dell. Acquisitions including EqualLogic, Message One and Perot Systems expanded Dell into the areas of storage, software and services, respectively.

Through its acquisition of SecureWorks in 2011, Dell entered the IT security services market. SecureWorks retained its name as Dell SecureWorks.

In February 2013, Dell agreed to an acquisition by Michael Dell to focus on its long term strategy. This buy out was completed in October 2013.

## Scope of the Report

The report provides a comprehensive and objective analysis of Dell SecureWorks' managed security services offerings and capabilities, and market and financial strengths, including:

- Identification of the company's strategy, emphasis, and new developments
- Analysis of the company's strengths, weaknesses, and outlook
- Revenue estimates
- Analysis of the profile of the company's customer base including the company's targeting strategy and examples of current contracts
- Analysis of the company's offerings and key service components
- Analysis of the company's delivery organization including the location of delivery locations.



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2. Revenue Summary

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3. Key Offerings

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4. Delivery Capability

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5. Target Markets

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7. Strengths & Challenges
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8. Outlook

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## Report Length

10 pages

## Managed Security Services Vendor Assessments also available for:

CGI, CSC, Cognizant, Dimension Data, Mindtree, Symantec, Wipro, Unisys